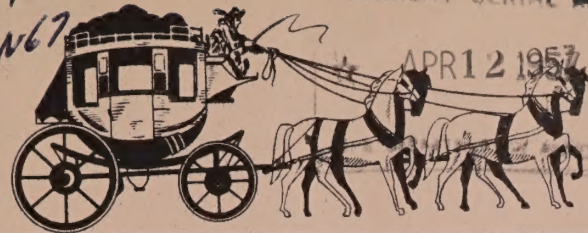
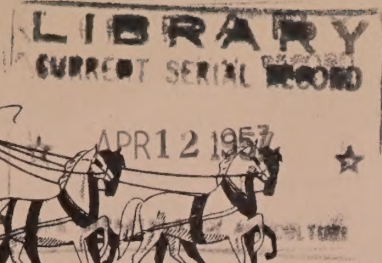


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NODAK CROP INSURANCE NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE
PRODUCTION AND MARKETING ADMINISTRATION

January 18, 1954

A most hearty welcome is extended to all County FCIC Agents from the State FCIC Office and Staff. We are happy to include you in our Federal Crop Insurance family.

FIRST EDITION - 1954

This is the first issue of the Nodak Crop Insurance News for 1954 as well as the first issue under the direct administration of the Federal Crop Insurance Corporation. As soon as we receive the new headings "Federal Crop Insurance Corporation" will appear instead of "Production and Marketing Administration" as above. We will get the "News" out periodically and will try to keep you posted on everything of interest to all agents. We will appreciate any information and suggestions you have at any time.

1954 SALES

The administration change has naturally resulted in 1954 sales getting off to a slow start, at least compared to last year.

We have a very important task to perform in seeing that all North Dakota farmers get a thorough understanding of what FCIC protection can mean to them in producing a crop every year. The more we can do along this line now, the easier all the rest of our work will be. I hope everyone of you can enlarge the present participation in your county, or at least maintain the business you took over for the present.

Cancellations have been rather heavy across the State, which indicates to us that many people bought a "pig in a poke" and do not realize what protection they are losing. With North Dakota's total losses as high as they were last year and most of the State short of sub-soil moisture now, we have a big job to do in trying to help our farmers from going broke if a crop failure strikes in 1954.

We intend to hold a series of meetings with Agents very shortly so that we can discuss our problems. Watch for the places and dates. In the meantime get your sales program underway as we have only 2½ months, or less, left to do any selling. Remember, according to our new regulations, the Corporation has the right to close off sales prior to March 31st if it seems the business like thing to do.

According to the Nodak News of January 14, 1953, we had a total of 2260 Wheat, 718 Flax, and 721 Multiple applications signed. So we have our work cut out for us, if we are to catch up to last year.

SALES REPORTS

You have received a supply of Forms FCI-1, Agents Report, and Forms FCI-1A Revised, County Sales Report. Your sub-agents and you are to use the Agent's Sales Report to keep track of all contacts made with the information as to number of units, if sale was made, etc. All copies are to be filed in Agent's Office.

Form FCI-1A, County Sales Report (use the new forms sent you) is to be prepared on Monday of each week and is to reflect all information as shown. Submit the original and two copies. The first report should reflect all of the "to date" information through Friday, January 22, and is to be prepared on Monday, January 25. Do not include applications which were signed by insureds to reinstate contracts where the insured had canceled, but do include all other sales made by County Committees prior to January 1, 1954.

APPLICATIONS

Use Form FCI-412, the new application form. Destroy all other application forms received from County Committees. Be sure forms are complete before submitting. Supervisors are to review first transmittals before you submit them to us. Item D applies only to multiple.

SUPPLIES

Discuss needs with Supervisors. Always use the order form for requesting supplies.

ADDRESS OF STATE DIRECTOR

All mail is to be addressed as follows:

P. J. Kettwig, State Director
Federal Crop Insurance Corporation
Room 325 deLendrecie Building
Fargo, North Dakota

GENERAL

A list of our Agents is attached. Look it over and see who your neighbor agents are. Let's get acquainted.

Let us know if you have any ideas on how we can improve our Nodak News in the future and furnish us with any ideas that may help all of us to do a better job.

NORTH DAKOTA COUNTY FCIC AGENTS

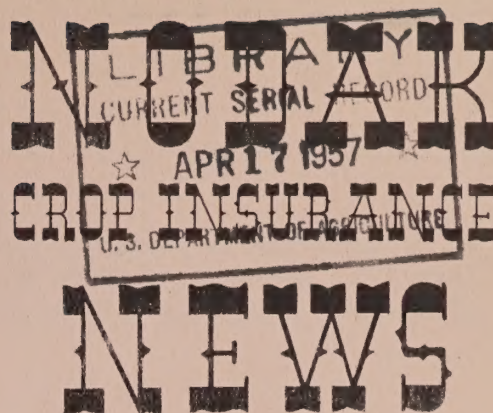
January 1, 1954

<u>COUNTY</u>	<u>NAME</u>	<u>ADDRESS</u>
Barnes	Floyd Brudevold	Box 450, Valley City, N. Dak.
Benson	N. J. Leier	Minnewaukan, N. Dak.
Billings	Nick F. Wehner	Box 832, Dickinson, N. Dak.
Bottineau	Ole Thompson	Bottineau, N. Dak.
Bowman	D. J. Beier	Box 37, Bowman, N. Dak.
Burke	Enoch Christensen	Bowbells, N. Dak.
Burleigh	Emil Hilken	Box 1200, Bismarck, N. Dak.
Cass	H. C. Fulton	1213½ N. P. Ave., Fargo, N. D.
Cavalier	N. J. Crockett	Langdon, N. Dak.
Dickey	Walter E. Scott	Ellendale, N. Dak.
Divide	Owen C. Lansverk	Crosby, N. Dak.
Dunn	Theodore Carlson	Killdeer, N. Dak.
Eddy	George H. Dunham	New Rockford, N. Dak.
Emmons	John Haveman	Linton, N. Dak.
Foster	A. R. Suckut	Carrington, N. Dak.
Golden Valley	Jerry Kouba	Box G., Beach, N. Dak.
Grand Forks	N. J. Lian	101 - North 3rd St., Grand Forks, N.D.
Grant	Fred Seibel	Elgin, N. Dak.
Griggs	Wm. Skjolden	Cooperstown, N. Dak.
Hettinger	Ira Landis	Mott, N. Dak.
Kidder	Otto Wolpert	Steele, N. Dak.
LaMoure	James M. King	LaMoure, N. Dak.
Logan	B. W. Meier	Napoleon, N. Dak.
McHenry	John J. Bauer	Towner, N. Dak.
McIntosh	William Baumann	Ashley, N. Dak.
McKenzie	Arno Wisness	Watford City, N. Dak.
McLean	John J. Bauer	Garrison, N. Dak.
Mercer	Ralph M. Neuberger	Beulah, N. Dak.
Morton	Edward Stastny	101 Main E., Mandan, N. Dak.
Mountrail	H. J. Steffen	Stanley, N. Dak.
Nelson	Nelson H. Elvick	Lakota, N. Dak.
Oliver	H. H. Henke	Box 156, Center, N. Dak.
Pembina	Orville R. Cummins	Cavalier, N. Dak.
Pierce	Pam Cruden	Rugby, N. Dak.
Ramsey	Austin B. Coe	Box 884, Devils Lake, N. Dak.
Ransom	James M. King	LaMoure, N. Dak.
Renville	R. G. McDonald	Mohall, N. Dak.
Richland	H. C. Fulton	Citizens Nat'l Bank Bldg. Wahpeton, N.
Rolette	Vernon Disrud	Rolla, N. Dak.
Sargent	Rudolph A. Anderson	Rutland, N. Dak.
Sheridan	Mrs. Pearleen A. Bauer	McClusky, N. Dak.
Sioux	Fred Seibel	Elgin, N. Dak.
Slope	Mathias J. Botheim	Amidon, N. Dak.
Stark	Nick F. Wehner	Box 832, Dickinson, N. Dak.
Steele	Carl O. Rud	Box C, Finley, N. Dak.
Stutsman	J. W. Miller	Box 1561, Jamestown, N. Dak.
Towner	Joseph Anderson	Cando, N. Dak.
Traill	Otto Frankfurth	Hillsboro, N. Dak.
Walsh	J. C. Machart	Box 758, Park River, N. Dak.
Ward	George A. Opland	15 - 1st St. N. E., Minot, N. Dak.
Wells	Otto Broeder	Box 338, Fessenden, N. Dak.
Williams	Arthur P. Jorgensen	Box 216, Williston, N. Dak.

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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE
PRODUCTION AND MARKETING ADMINISTRATION



February 1, 1954

Hello Everyone! This is our second edition of the NODAK NEWS. Glad all of you survived the extreme cold we had last month. At least we haven't heard of any frozen noses, faces, hands or feet. We suppose that's because you are good, hardy North Dakota stock and are used to all kinds of weather.

1954 SALES

Today it's much warmer and reminds us of spring and a look at the calendar shows that only two months at the most remain in our 1954 sales period. We have to do a lot of selling if we intend to match our 1953 sales record. Our Washington office is expecting us to increase our business 10% over last year. Lots of steam will need to be generated mighty soon before we can say we even tried to sell insurance. Reports so far are not encouraging but I am sure you will all do better during the rest of the sales period. Study Sales Handbooks but use your own words when visiting with your neighbors and you cannot help but make sales. Many of you have made no report as of today but we notice some of the real salesmen are beginning to hit their stride. Stutsman County, with agent and veteran salesman J. W. "Jack" Miller heads the list now. So far they have sold 14 wheat and 21 flax applications. Looks like he is off to a good start. Doesn't this show it can be done? But "Jack" needs an early start as we have others that may not start as fast but sure come down the home stretch fast; for instance, "Hub" Fulton, Joe Machart, Otto "Dutch" Frankfurth, Floyd Brudevold, "Jim" King, N. J. "Nat" Crockett, John Bauer, just to mention a few. So let's all get started without any further delay. District Supervisors will give you all the assistance possible but, of course, cannot be expected to do your selling. Be sure to have an outline of your sales plans at our meeting next week as it may benefit others if it is a good one.

SALES REPORTS

Make up your report on Monday of each week and submit immediately. We must make a report to Washington each week and your reports are the basis. Several agents did not report for the week ending January 22. Report whether you sold anything or not. Always use Form FCI-1A Revised and be sure the report is completely filled out each week. Make a separate report for each commodity.

1953 LOSSES

North Dakota farmers received some \$6,620,327 in indemnity payments last year. The enclosed map and summary of the 1953 programs show our operations for that year. A few suspended cases and corrected claims are still being processed but the job is virtually complete. All of you know it was a tremendous job.

MEETINGS

Sales, Procedures--all your problems, will be discussed at meetings to be held next week. A Washington Office representative will be with us. All will start at 9:00 a.m. (local time) and will last until about 4:00 p.m. Sub-agents and office help are welcome. Be sure to attend.

Meeting places:

- February 9 - Devils Lake (Mayer Hotel) - Suggest that Pierce and Grand Forks Agents attend this meeting.
- February 10 - Valley City (Courthouse) - Multiple Counties Only
- February 11 - Dickinson (Courthouse-V.F.W. room).
- February 12 - Mandan (Memorial Building).
- February 13 - (Saturday) Minot (Courthouse).

COLLECTIONS

Transmit promptly so that our records can be complete at all times and so that we do not cancel some insured as owing a premium when actually he had paid. These cases are embarrassing and difficult to straighten out.

CANCELLATIONS

Attached is a county by county summary as of January 22, 1954. Not quite as bad as we expected but if we are to regain our losses and increase business 10% a lot of selling must be done by March 31. Multiple insureds can cancel until February 28 and then we will have cancellations due to the fact that premiums are not paid. The total cancellations could still reach some 9,000.

PHONE NUMBERS AND ADDRESSES

Our number is 2-3941. Advise us of yours even though in some cases you may be using ASC Committee phones. Remember Room 325, deLendrecie Bldg., is our new mail address. Also, if yours changes let us know at once.

APPLICATIONS

Study the enclosed release on numbering and review the procedures in the Sales Handbook pertaining to applications. Incidentally, a printed copy of the "Wheat Sales Handbook" is enclosed. If you need more for sub-agents request them from this office. A limited supply is available.

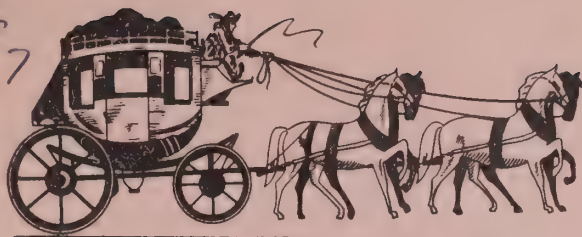
ACREAGE REPORTS

Check your supplies. Form FCI-219 (same as 1953) will be used for wheat and probably flax. The multiple report will be new so do not use any old forms. No supply is available of multiple reports as of today.

SUMMARY OF CANCELLATIONS (January 22, 1954)

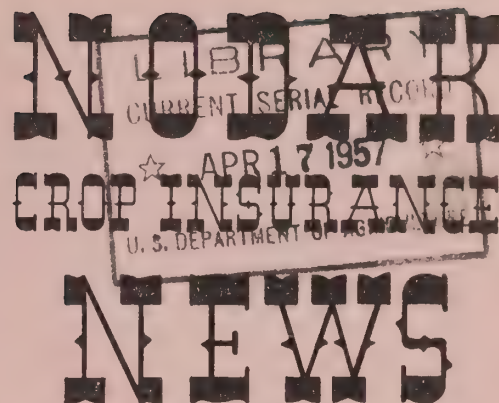
<u>County</u>	<u>Wheat</u>	<u>Flax</u>	<u>Multiple :</u>	<u>County</u>	<u>Wheat</u>	<u>Flax</u>	<u>Multiple</u>
Barnes			23	McLean	115	76	
Benson	176	57		Mercer	90		
Billings	53			Morton	134		
Bottineau	72	44		Mountrail	48		
Bowman	63			Nelson	112	30	
Burke	125			Oliver	44		
Burleigh	43			Pembina	234	76	
Cass	164	186		Pierce			44
Cavalier	262			Ramsey	198	33	
Dickey			86	Ransom			4
Divide	73			Renville	63		
Dunn	151			Richland	83	79	89
Eddy	76	65		Rolette	64		
Emmons	176			Sargent			64
Foster	29			Sheridan	55		
Golden Valley	70			Sioux	14		
Grand Forks	75	50	77	Slope	165		
Grant	64			Stark	161		
Griggs	70			Steele			10
Hettinger	103			Stutsman	158	119	
Kidder	61			Towner	40		
LaMoure			13	Traill	53	45	
Logan	174			Walsh	322	192	
McHenry	67			Ward	104	67	
McIntosh	90			Wells	93		
McKenzie	183			Williams	111		

TOTAL WHEAT CANCELLATIONS - 4,854
 TOTAL FLAX CANCELLATIONS - 1,124
 TOTAL MULTIPLE CANCELLATIONS - 410

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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1954 Edition - No. 3

February 24, 1954

1954 SALES

We hope that those of you who attended our recent meetings got some good from the discussions we had. I can assure you that we did even though we were a little fatigued by Saturday night.

Many newspaper clippings, ads and copies of letters used have been received this past week. These are all very good---keep them coming, but remember that unless you use some shoe leather in follow-up work you won't make many sales. It takes contacts to get the job done. All of you have a goal to shoot at. Who will reach it first?

Attached is our first Score Card showing sales county by county. No need to point out who heads the list. The business is there, it's just a matter of going out and getting it. We won't embarrass you by printing the goals but goose eggs can do the same thing. Let's get off dead center and make the Score Card look better with each succeeding edition of the News.

Weather is nice and most roads are in good condition. How long this will last no one knows. Moisture conditions haven't improved and land changes hands every time the wind blows. These conditions plus our 1953 loss experience are the greatest sales aid Nature could possibly set up. Use it to the limit and do it now! Remember that we may not be able to sell until March 31. Don't think of the time left to sell being as long as the married man who answered the question "Why do married men live longer than single men" by saying "They don't, but it just seems longer."

Some agents report that they are speaking to Veterans Agriculture classes. We think this is a good idea, since these young people are our future farmers.

We are enclosing the Corporation's "Report to Congress" for 1953. It contains a lot of information that will help you in your sales campaign. Read and analyze it thoroughly as it gives a clear outline of what Crop Insurance can do if administrated properly.

OPERATING PROCEDURE - PART IV

A copy of this procedure is enclosed. Study it carefully. The part pertaining to assignments was discussed at the Agent's meetings.

APPLICATIONS

Review procedures in the Sales Handbooks and Agents Release No. 2 with respect to numbering. Be sure signatures are legally acceptable. Remember the case in McLean County that we mentioned at all meetings. Co-owners, joint tenants or co-operators must sign separate applications to cover their individual interests. If a partnership application is taken, indicate this in the heading, for example: "John Jones and John Doe, a Partnership." If only the name John Jones and John Doe are shown the application will be suspended.

NO REPORTS

No acceptable sales reports for the week ending February 12 were received from Agents in Benson, Emmons, Golden Valley, Logan, Nelson or Slope Counties. What's the matter? Have you run out of report blanks? Reports are necessary! Let's get them in on time and have them filled out completely and correctly.

COLLECTIONS

Agents should make all possible efforts to collect the small amounts due on many contracts. In many cases only interest is involved or else minor errors in computation occurred. Flax and Multiple agents will receive copies of our letter of March 1 to insureds who still owe the Corporation and who will be cancelled automatically if the amount due is not paid by March 31. Review these cases carefully and if you think some need special consideration advise us immediately. Submit collections promptly so that our records may be kept up-to-date at all times.

MISCELLANEOUS

Somebody asked the question at one of our meetings as to how John J. Bauer rated. We wondered why. "Well, John has McHenry and McLean Counties and his wife has Sheridan County. How come?" To keep the record straight our Sheridan County agent, Mrs. Pearleen Bauer is no relation of John's even though the names are the same.

Hettinger County Agent, Ira Landis reported that 25 acres of wheat had been seeded on February 8 by a farmer in his county. Since then we have heard of several fields that have been seeded. Ira also said that grasshoppers were found in Adams County, some up to 1 inch in length. We presume that they were waiting on the line between Adams and Hettinger Counties for the wheat to come up in Hettinger County. It looks like an early spring with some of the growing season hazards showing up long before winter is officially over.

SALES SCORE CARD
(As of February 12, 1954)

<u>County</u>	<u>Wheat</u>	<u>Flax</u>	<u>Multiple</u>	<u>County</u>	<u>Wheat</u>	<u>Flax</u>	<u>Multiple</u>
Adams	11			: McLean	25	22	
Barnes			25	: Mercer	0		
Benson	No Report			: Morton	5		
Billings	0			: Mountrail	19		
Bottineau	9	2		: Nelson	5	No Report	
Bowman	0			: Oliver	0		
Burke	2			: Pembina	2	1	
Burleigh	3			: Pierce			0
Cass	22	23		: Ramsey	8	4	
Cavalier	5			: Ransom			9
Dickey			16	: Renville	2		
Divide	0			: Richland			3
Dunn	6			: Rolette	15		
Eddy	0	1		: Sargent			6
Emmons	No Report			: Sheridan	20		
Foster	1	0		: Sioux	0		
Golden Valley	No Report			: Slope	No Report		
Grand Forks			8	: Stark	0		
Grant	4			: Steele			5
Griggs	0			: Stutsman	64	89	
Hettinger	13			: Towner	16		
Kidder	0			: Traill	15	17	
LaMoure			22	: Walsh	2	1	
Logan	No Report			: Ward	30	16	
McHenry	6			: Wells	10		
McIntosh	10			: Williams	10		
McKenzie	0			:			

TOTAL WHEAT SALES - 340

TOTAL FLAX SALES - 176

TOTAL MULTIPLE SALES - 94

